

Message Text

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PAGE 01 STATE 213600

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R 271912Z SEP 74

FM SECSTATE WASHDC

TO AMEMBASSY BEIRUT

AMEMBASSY CAIRO

INFO AMEMBASSY ABU DHABI

AMEMBASSY DAMASCUS

AMEMBASSY JIDDA

AMEMBASSY KUWAIT

USINT BAGHDAD

UNCLAS STATE 213600

E. O. 11652: N/A

TAGS: BEXP, XF

SUBJ: FY 75 REGIONAL MARKET RESEARCH

REF: STATE 145412 (NOTAL)

1. FOR CAIRO: WOULD APPRECIATE BRIEF REPORT ON MARKET STUDIES
BEING DONE UNDER CONTRACT BY CAIRO FIRM ARAC ("ARAB RESEARCH AND
ADMINISTRATION CENTRE") ON THREE THEMES FOR EGYPT:

(A) COTTON GINNING EQUIPMENT

(B) COTTON TEXTILE EQUIPMENT

(C) FOOD PROCESSING AND PACKAGING EQUIPMENT

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REPORT SHOULD COMMENT ON QUALITY OF WORK SO FAR DONE AND LIKELY DATES FINISHED STUDIES WILL BE TRANSMITTED TO COMMERCE. IF EMBASSY SATISFIED WITH ARAC'S REPORTING ON EGYPTIAN MARKET, YOU ARE ALSO AUTHORIZED TO EXPLORE FIRM'S INTEREST IN DOING FOLLOW-ON STUDIES OF SAME THREE THEMES IN IRAQ, LEBANON AND SYRIA. SPECIFICATIONS WOULD BE SAME AS FOR EGYPTIAN STUDIES. PLEASE INCLUDE ARAC'S PRICE ESTIMATE FOR REGIONAL RESEARCH, INCLUDING WHETHER FIRM WOULD ACCEPT PAYMENT IN EGYPTIAN CURRENCY.

2. FOR CAIRO AND BEIRUT: FYI: WE WILL SHORTLY SEND INSTRUCTIONS TO REGIONAL TRADE DEVELOPMENT OFFICE (RTDO) BEIRUT TO ASK FOR BIDS ON ANOTHER FOUR TO SIX MARKET STUDIES IN VARIOUS ARAB NEAR EAST COUNTRIES IN FY 75. BID SOLICITATION WILL BE LIMITED, AT LEAST INITIALLY, TO FIRMS IN BEIRUT AND CAIRO. WE INTEND RTDO TO BE PRINCIPAL USG FOCAL POINT IN THE FIELD FOR ONGOING PROGRAM OF REGIONAL MARKET RESEARCH. IN THIS PROGRAM RTDO WILL WORK CLOSELY OF COURSE, WITH E-C AND ADMINISTRATIVE SECTIONS OF ALL CONCERNED EMBASSIES. KISSINGER

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